

**Exhibit B**  
**Food Bank Coalition of San Luis Obispo County**  
**Final Report for Fiscal Year 2011-12**  
**July 30, 2012**

Program/Project Summary: Senior Brown Bag, Agencies, Harvest Bag, CalFresh

Goal/Objective	Major Tasks (in order to achieve goal)	Timeline
Goal #1 – Increase the Senior Brown Bag Program by 25 households, and increase food available in 2011 over 2010 by 5,000 lbs.	<p>Task 1a – To ease requirements for documentation of income to overcome senior hesitancy to access healthy food programs.</p> <p>Task 1b – To continue to supplement sources of food for Brown Bag with the USDA Commodities program, purchased food, and increased local donations.</p>	<p><b>Task 1a</b> – We have adopted USDA policy for the Sr. Brown Bag Program, which relies on self-certification, using EFA-7 forms and residential verification, removing the concern of seniors to reveal personal information. Participation has increased by 10%.</p> <p><b>Task 1b</b>- We have received permission from the State Dept. of Social Services that administers USDA commodities to supplement donated and purchased food with USDA Commodities.</p>
Goal #2 – Increase the number of Agencies by 5, and increase the amount of food provided by 5%.	<p>Task 2a – To be even more pro-active in finding non-profits whose clients would benefit from programs of the Food Bank.</p> <p>Task 2b - To continue to partner with agencies in activities that grant them food credits at the Food Bank, and to subsidize the cost of purchased food whenever possible.</p>	<p><b>Task 2a</b> - Between July of 2011 and June of 2012, we added 21 agencies to our list of Coalition partners. However, our records show a decline in food provided from our warehouses of 15%. This is because 1) We allow more agencies to pick up their food directly from our donors in order to save handling costs; 2) Some of the food we provide are meals prepared by local vendors that go directly to agencies, and 3) Low-cost food is simply increasingly difficult to obtain.</p> <p><b>Task 2b</b> - Every fundraiser of the Food Bank now includes the participation of agencies that receive 50% of the funds raised by their volunteers to subsidize the cost of co-op, or purchased food. The other 50% that goes to the Food Bank provides free food to agencies, which includes fresh produce and all perishables.</p>

Goal #3 – Increase by 10% the poundage and people served at Harvest Bag sites.	<p>Task 3a - To increase Fresh Rescue resources and local food collections for distribution at Harvest Bag sites throughout the County.</p> <p>Task 3b – To retrieve more local produce through increasing partnerships with local growers, including the development of a gleaning program.</p>	<p><b>Task 3a</b> – Between June 30, 2011 and June 30, 2012, Harvest Bag distributions increased by 26%, from 897,710 lbs. to 1,130,772 lbs., far exceeding our objective of 10%.</p> <p><b>Task 3b</b> – Between 6/30/11 and 6/30/12, donations from local growers increased by 4%. GleanSLO, a program of the Food Bank, increased gleaning poundage 11, 428 lbs., adding another 25,000 lbs in the fall of 2011.</p>
Goal #4 – To expand Food Stamp pre-screening and strengthen partnership with Social Services Outreach programs by adding a part-time CalFresh (Food Stamp Outreach) person to Food Bank staff.	<p>Task 4a – To dedicate \$5,000 toward the staff costs of CalFresh (Food Stamp) outreach support in our partnership with the county Dept. of Social Services.</p> <p>Task 4b – To strengthen Food Bank capacity to support agencies in Cal-Fresh pre-screening from the Food Bank offices.</p>	<p><b>Task 4a</b> – We have continued to strengthen our relationship with DSS Outreach through our own ½ time outreach worker, and increased hosting of DSS workers at our food distributions.</p> <p><b>Task 4b</b> – We have utilized agency venues to pre-screen potential CalFresh recipients, and with increased staff made possible in part by full funding our 2012-2013, we will be able to utilize agency venues even further.</p>

Final Report for Application - FY 2011-12  
**PROGRAM BUDGET REQUEST FORM**

	<b>Project Expense</b>	<b>Grant Budget Requested (Received)</b>	<b>Other Funding Available* Amount &amp; source</b>
<b>I. PERSONNEL EXPENSES</b> (associated with the proposed project)			
Brown Bag Program	65,000	10,000	55,000
Distribution to Pantries	89,000	22,500	66,500
Harvest Bag Program	27,000	2,500	24,500
Food Stamp Outreach Costs	45,000	5,000	40,000
Benefits (inc. below in Indirect)			
<b>Subtotal – Personnel Expenses</b>	<b>226,000</b>	<b>40,000</b>	<b>186,000</b>
<b>II. OPERATING EXPENSES</b> (associated with the proposed project)			
Brown Bag Food Procurement Costs	35,000	12,000	23,000
Brown Bag Program Costs	55,000		55,000
Distribution to Pantries Costs	325,000	20,000	305,000
Harvest Bag Costs	158,000	15,000	143,000
Food Stamp Outreach Costs	30,000	5,000	25,000
<b>Subtotal – Operating Expenses</b>	<b>603,000</b>	<b>52,000</b>	<b>551,000</b>
<b>III. INDIRECT @_22%_ OF PERSONNEL</b>	<b>49,720</b>		<b>49,720</b>
<b>Total Grant Project Expenses</b>	<b>878,720</b>	<b>92,000</b>	<b>786,720</b>